Thank you, Ed [Murnane]. It’s really a pleasure to be part of today’s program and to pay tribute to the people responsible for Control Data having been selected by the Small Business Administration as its "Distinguished Prime Contractor of the Year" for the midwest region (Region V).

I am honored to accept, on behalf of Control Data, an American flag that has flown over the United States Capitol. The tradition of flags can be traced to ancient times where sacred objects mounted on poles served as "rallying points" in battles. This American flag will serve as a "rallying point" in Control Data’s continuing efforts to utilize small and minority-owned businesses.

Small business has always had a special place at Control Data. The Company started as a small business--12 engineers creating it in 1957. Over the years, the entrepreneurial spirit that produced Control Data has spawned hundreds of other small businesses in a variety of industries.

Control Data’s commitment to small business continues to run deep. Today, Control Data makes more than 50 percent of its purchases from small business. That’s one of the highest commitment rates in the computer industry.
Incidentally, a Control Data supplier, Atscott Manufacturing Company of Pine City, is a recipient of the SBA’s subcontractor "Award for Excellence".

In 1988, the Company spent $17 million on purchases from minority-owned businesses—an increase of nearly $5 million over 1986.

One of the world’s most tragic misconceptions is that small business run by minorities cannot meet tough, high-technology requirements.

Government Systems Group (GSG) was one of Ion Electronics’ first customers. Today, Ion is the SBA Region V "Subcontractor of the Year."

So as the people responsible for GSG’s purchases and selection of contractors, you deserve credit for a lot more than just the awards Control Data is receiving today. You are likewise to be commended for choosing companies such as Ion and Atscott.

The "Distinguished Prime Contractor of the Year" recognizes your efforts in achieving the Company’s commitment to small and minority-owned business. The "Award for Excellence" that Tom Lang accepted recognizes the "continuous improvement" that we have made in this area.
The key to quality—indeed, the key to success—is "continuous improvement". I urge each of you to view the American flag we’ve been presented as a "rallying point" to improve even more in the future. Thank you.